

# Give and Take the First Step

## Be a Go-Giver

by *Lauren McMillan*

I was gifted the book *The Go-Giver*, written by Bob Burg and John Mann. This book outlines The Five Laws of Stratospheric Success, which changed my approach to life. My National Junior Hereford Association (NJHA) board experience has also changed me, personally and professionally, for the better these past three years. Coincidentally, the book and my time on the board worked hand in hand to create eye-opening experiences.

The first law in the book is the Law of Value. The book explains your true worth is determined by how much more you give in value than you take in payment. A concept junior board members can easily apply. While juniors are prepping to run for the board,

current board members are constantly guiding them along the way. Board members also find themselves sharing tips about how to achieve the most success in each contest. Even though the junior board is competing with these listeners, they find value in assisting to create future success.

During their time on the board, members in the maroon jackets are found working the ring, running contests and leading various leadership trainings. This creates a busy work environment, especially during the VitaFerm® Junior National Hereford Expo. However, each member enjoys assisting juniors. These actions relate to compensation; your income is determined by how many people you serve and how well you serve them. Servant leadership is a great example of how to apply the Law of Compensation to your actions each day.

Moving to the Law of Influence, we see how your influence is determined by placing other people's interests first. We all know that sometimes there are days when your social battery is low. Even if this is the case, the board has taught me to find value in the people I am connecting with in that moment. These experiences have allowed me to network and learn about so many members' passions that drive them to love the same breed I do. Now, I have various lifelong friendships just

from my influence on people and their influence on me.

Since these past three years have been all about learning and developing, it would be crazy of me to say that I have not developed myself. The Law of Authenticity explains you are the most valuable gift you can give. Reading this law in *The Go-Giver* made me reflect on what that meant in my life. Valuing yourself is the most important thing you can do in any job, friendship or experience. By constantly stepping outside my comfort zone on the board, I have truly gained confidence in who I am and found more success since then.

Lastly is the Law of Receptivity, meaning the key to effective giving is to stay open to receiving. As people, we do not love to hear what we are doing wrong, especially in the livestock industry. However, receiving feedback is beneficial to your future development. Change is never



Lauren McMillan, retiring NJHA Membership Chair



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easy, but to improve we must change past habits. Serving in the maroon jacket, I have reflected by myself, and with others, on experiences that have now guided me to be better than before.

Before my time on the board, I never thought I would develop into the person I am today. I would like to thank all the family, friends, cheerleaders, supporters, mentors and believers I have had over the years. It may be hard to imagine incorporating these new laws into your everyday life; however, by taking one step at a time, you will find your own go-giving success.

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## Take the First Step

by *Libby Rushton*

I don't think anyone will ever forget 2020. The uncertainty of life and of what tomorrow might bring was scary for everyone. I

think back to that year and remember my time as a high school senior who was unsure of, but excited for, what was ahead of her. I was excited to graduate, start college and reach all of my goals, but COVID-19 seemed to bring

it all to a halt. I had already decided that I wanted to run for the National Junior Hereford Association (NJHA) board of directors. It seemed like perfect timing, and I was more excited and passionate about the Hereford breed than ever before, but with all the uncertainty in the world, I began to doubt my decision. I doubted myself and my abilities. I doubted if I knew enough people or had been involved in enough events, and I doubted the goal

I had set for myself of being on the NJHA board. I finally came to the realization one night that I would never know if I didn't try. I took the first step, turned in my application, and never looked back.

Here we are three years later. In 2020, I would have never thought I would be where I am today. I was honored to receive a position on the NJHA board, and I can't even begin to describe how much I've learned over the past three years.

There have been so many miles traveled, people met and memories made. This position has reminded me of my love for advocating for the livestock industry and has encouraged me to be a better leader.

I can't help thinking about how many opportunities I would have lost if I had let my doubt win. I would have lost all the Hereford breed knowledge I have gained. I would have lost the cross-country

connections I have made, and I would have missed out on getting to know some of my best friends. The only thing that stood between my dream and me was taking the first step.

So, I want to encourage you — don't be afraid to take the first step toward your goals. You will never know just how much you can do if you don't try.

At the BOLD Conference this year, I heard a quote that will stick with me forever: "There is no



*Libby Rushton, retiring NJHA Communications Chair*

growth in the comfort zone, and there's no comfort in the growth zone." As I have encountered young people throughout these three years, I hope I have inspired others to step out of their comfort zones. Looking back, I could not be more proud of how far I have come. I want to thank my family, my Tennessee Hereford "family," and all my mentors and friends who encouraged me to keep taking those steps to get to where I am today. I know there is still so much more of my story to write, but I look back to the beginning and am so thankful for that very first step. **HW**